

Your Blueprint to Guaranteed Growth



01 Sales Best Practices Audit

Benchmark your sales system, people, and practices against the best-performing sales organizations.

02 Increase Lead Generation Efficiency

Most organizations under-invest in some aspects of lead generation and vastly over-spend in other, They exhaust their resources before all the leads which could be generated are generated.



03 Create a Proven & Repeatable Sales Process

Shift from a talent-based, artistic sales system with the salesperson acting as the flighty "rock star" to a scientific, process-driven system where all reasonably talented salespeople can excel.



04 Leverage Technology

Fully leverage the power of crm, social media, software tools, and a secret or two.



05 Improve Sales Management

Give individual coaching to salespeople because it's much more effective than training alone. Create a sales pipeline model and manage to it so salespeople are held accountable and future sales can become predictable.



06 Improve Salesperson Performance

Assess and improve individual salesperson skills and create a compensation model that encourages the right behaviors plus lowers the cost of sales.

Did you know?

- 50% of all sales go to the first salesperson to contact the prospect ¹
- Companies with dynamic sales coaching programs achieve 28% higher win rates.
- It takes an average of 18 calls to actually connect with a buyer, yet 41.2% of salespeople said their phone is the most effective sales tool at their disposal ³
- Over 50% of sales managers are too busy to train and develop their sales teams.



SALES PERFORMANCE TEAM

SOURCES: 1 insidesales.com 2 Salesforce.com 3 Hubspot.com 4 Salesforce.com

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Driving Profitable Revenue Today Requires a New Sales Approach

What We Do to help you achieve that

01

Sales Process Audits

02

Fractional Sales Leadership

03

Sales Manager Coaching

04

Sales Playbook creation and audit

05

Go to Market Strategy Effectiveness

06

KPI and Scorecard Creation and Monitoring

07

In house sales trainer

08

Sales Person Coaching Program

09

Creating a Hiring Strategy that Works and Drives Result

10

Outsourced Sales as a Service

11

Sales Call Reviews

12

Creating a Continuous Sales learning environment

13

Workshops and Sales Team Kick Off's

14

Revenue Roundable Peer Groups

15

Exit Multiple Enhancement



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